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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	JULY 1986	JULY 1985
Alabama	9,338	2,638
Alaska	286	0
Arizona	91	0
Arkansas	220	1,153
California	2,663	2,438
Colorado	102	108
Connecticut	263	308
Delaware	237	115
Florida	5,561	7,949
Georgia	5,294	3,885
Hawaii	1,276	(16)
Idaho	889	1,029
Illinois	8,900	20,380
Indiana	4,339	6,045
Iowa	14,182	16,270
Kansas	1,662	1,478
Kentucky	6,579	7,385
Louisiana	168	3,040
Maine	130	165
Maryland	240	269
Massachusetts	178	146
Michigan	5,511	4,586
Minnesota	6,609	14,540
Mississippi	(930)	2,318
Missouri	9,768	22,922
Montana	185	34
Nebraska	530	781
Nevada	15	0
New Hampshire	36	89
New Jersey	332	219
New Mexico	240	290
New York	2,641	2,890
North Carolina	3,675	3,486
North Dakota	447	647
Ohio	5,391	18,966
Oklahoma	978	1,036
Oregon	1,001	482
Pennsylvania	2,186	3,522
Rhode Island	0	79
South Carolina	1,746	749
South Dakota	32	184
Tennessee	3,673	4,789
Texas	5,737	7,121
Utah	229	(1,085)
Vermont	296	564
Virginia	160	7,353
Washington	348	2,452
West Virginia	180	135
Wisconsin	12,288	19,125
Wyoming	61	54
TOTAL U.S.:	125,963	193,113
CANADA		
Alberta	85	636
British Columbia	6,241	188
Manitoba	(116)	75
New Brunswick	310	(197)
Newfoundland	0	0
Nova Scotia	0	1,086
Ontario	2,318	2,650
Pr.Edw.Isle	64	(444)
Quebec	351	764
Saskatchewan	72	410
TOTAL CAN:	9,325	5,168
EXPORT SALES:	355,313	184,551
TOTAL AGRICULTURAL	490,601	382,832
Non-Ag U.S.	24,765	26,842
Canada	389	2,898
Exports	3,800	2,405
TOTAL NON-AGRICULTURAL	28,954	32,145
GRAND TOTAL.....	519,555	414,977

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	4,158	77	4,517	146	440	9,338
Alaska	29	0	257	0	0	286
Arizona	76	0	15	0	0	91
Arkansas	0	0	150	15	55	220
California	1,139	570	350	28	576	2,663
Colorado	60	0	30	0	12	102
Connecticut	0	81	177	0	5	263
Delaware	0	0	210	0	27	237
Florida	2,123	836	805	62	1,735	5,561
Georgia	1,205	987	1,869	0	1,233	5,294
Hawaii	181	1,061	0	0	34	1,276
Idaho	80	80	394	319	16	889
Illinois	525	6,745	1,031	574	25	8,900
Indiana	659	3,274	38	287	81	4,339
Iowa	52	8,859	5,238	33	0	14,182
Kansas	219	93	1,184	121	45	1,662
Kentucky	1	5,839	709	25	5	6,579
Louisiana	0	31	137	0	0	168
Maine	0	0	130	0	0	130
Maryland	0	0	130	97	13	240
Massachusetts	0	0	137	0	41	178
ichigan	141	3,461	1,452	440	17	5,511
innesota	581	1,758	4,152	56	62	6,609
Mississippi	0	(1)	16	(945)	0	(930)
Missouri	33	2,664	6,781	154	136	9,768
Montana	0	0	128	57	0	185
Nebraska	50	16	15	304	145	530
Nevada	0	15	0	0	0	15
New Hampshire	0	0	36	0	0	36
New Jersey	0	0	180	129	23	332
New Mexico	0	0	79	87	74	240
New York	0	217	2,321	30	73	2,641
North Carolina	668	1,554	621	0	832	3,675
North Dakota	0	0	447	0	0	447
Ohio	80	1,920	3,021	154	216	5,391
Oklahoma	45	16	858	14	45	978
Oregon	48	93	849	0	11	1,001
Pennsylvania	42	0	1,857	156	131	2,186
Rhode Island	0	0	0	0	0	0
South Carolina	362	634	244	25	481	1,746
South Dakota	0	0	32	0	0	32
Tennessee	0	13	3,626	34	0	3,673
Texas	2,178	654	2,145	473	287	5,737
Utah	31	14	15	162	7	229
Vermont	0	235	31	0	30	296
Virginia	61	0	73	26	0	160
Washington	53	70	179	26	20	348
West Virginia	0	180	0	0	0	180
Wisconsin	82	10,413	1,526	162	105	12,288
Wyoming	0	61	0	0	0	61
TOTAL U.S.:	14,962	52,520	48,192	3,251	7,038	125,963
CANADA						
Alberta	0	16	69	0	0	85
British Columbia	0	75	6,141	25	0	6,241
Manitoba	0	(265)	149	0	0	(116)
New Brunswick	0	167	138	0	5	310
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	0	0
Ontario	40	1,787	400	52	39	2,318
Pr.Edw.Isle	0	0	54	0	10	64
Quebec	0	166	182	0	3	351
Saskatchewan	0	0	50	22	0	72
TOTAL CAN:	40	1,946	7,183	99	57	9,325
*EXPORT SALES:	240,823	25,033	70,834	0	18,623	355,313
TOTAL AG SALES....	255,825	79,499	126,209	3,350	25,718	490,601
NON-AG U.S.	17,385	-	-	7,207	173	24,765
NON-AG CANADA	362	-	-	15	12	389
*NON-AG EXPORTS	353	-	-	3,433	14	3,800
TOTAL NON-AG:	18,100	-	-	10,655	199	28,954
GRAND TOTAL	273,925	79,499	126,209	14,005	25,917	519,555

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	13,458	0	1,869	15,327
Belgium	0	0	6,669	0	0	6,669
Brazil	20,239	11,550	32,885	0	0	64,674
Chile	0	0	0	0	8,645	8,645
China	30,112	0	0	0	0	30,112
Columbia	4,392	0	0	0	0	4,392
Costa Rica	0	0	0	0	1,157	1,157
Denmark	12,303	0	0	0	0	12,303
Ecuador	0	0	0	0	48	48
France	3,709	0	0	0	0	3,709
India	62,232	0	0	0	0	62,232
Indonesia	11,657	0	0	0	0	11,657
Japan	14,200	11,655	6,469	0	6,458	38,782
Korea	18,558	0	0	0	0	18,558
Malaysia	21,306	0	0	0	0	21,306
Mexico	337	0	0	0	41	378
New Zealand	3,686	1,828	0	0	0	5,514
Panama	0	0	826	0	386	1,212
Philippines	7,705	0	0	0	19	7,724
Switzerland	10,686	0	10,527	0	0	21,213
Taiwan	19,701	0	0	0	0	19,701
TOTAL AG:	240,823	25,033	70,834	0	18,623	355,313
NON-AGRICULTURAL						
Japan	87	-	-	3,433	0	3,520
Mexico	216	-	-	0	14	230
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	353	-	-	3,433	14	3,800
TOTAL EXPORTS:	241,176	25,033	70,834	3,433	18,637	359,113

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	1,280	14	4,502	54	5,850
Alaska	29	0	257	0	286
Arizona	0	0	0	0	0
Arkansas	0	0	74	15	89
California	0	0	0	28	28
Colorado	0	0	0	0	0
Connecticut	0	81	177	0	258
Delaware	0	0	210	0	210
Florida	2,030	836	805	62	3,733
Georgia	1,145	972	1,869	0	3,986
Hawaii	0	871	0	0	871
Idaho	0	(31)	157	319	445
Illinois	525	6,745	1,016	559	8,845
Indiana	659	3,274	38	287	4,258
Iowa	22	8,059	5,068	33	13,982
Kansas	0	0	128	61	189
Kentucky	0	5,839	709	25	6,573
Louisiana	0	0	61	0	61
Maine	0	0	130	0	130
Maryland	0	0	130	97	227
Massachusetts	0	0	137	0	137
Michigan	141	3,461	1,452	440	5,494
Minnesota	581	1,758	4,152	56	6,547
Mississippi	0	(258)	0	(945)	(1,203)
Missouri	0	2,488	4,856	141	7,485
Montana	0	0	128	57	185
Nebraska	0	16	0	304	320
Nevada	0	0	0	0	0
New Hampshire	0	0	36	0	36
New Jersey	0	0	180	104	284
New Mexico	0	0	0	0	0
New York	0	217	2,321	30	2,568
North Carolina	607	1,554	621	0	2,782
North Dakota	0	0	447	0	447
Ohio	80	1,920	3,021	154	5,175
Oklahoma	0	0	0	0	0
Oregon	0	11	776	0	787
Pennsylvania	0	0	1,795	156	1,951
Rhode Island	0	0	0	0	0
South Carolina	242	634	244	0	1,120
South Dakota	0	0	32	0	32
Tennessee	0	13	3,626	34	3,673
Texas	0	0	0	63	63
Utah	19	0	0	0	19
Vermont	0	235	31	0	266
Virginia	61	0	73	26	160
Washington	53	70	179	26	328
West Virginia	0	180	0	0	180
Wisconsin	56	10,413	1,526	162	12,159
Wyoming	0	0	0	0	0
TOTAL U.S.:	7,532	50,172	40,964	2,348	101,016
CANADA					
Alberta	0	16	69	0	85
British Columbia	0	75	6,141	25	6,241
Manitoba	0	(265)	149	0	(116)
New Brunswick	0	167	138	0	305
Newfoundland	0	0	0	0	0
Nova Scotia	0	0	0	0	0
Ontario	40	1,787	400	52	2,279
Pr.Edw.Isle	0	0	54	0	54
Quebec	0	166	182	0	348
Saskatchewan	0	0	50	22	72
TOTAL CAN:	40	1,946	7,183	99	9,268
*EXPORT SALES:	198,208	20,315	50,072	0	268,595
TOTAL AG SALES...	205,780	72,433	98,219	2,447	378,879
NON-AG U.S.	7,179	-	-	2,584	9,763
NON-AG CANADA	362	-	-	15	377
*NON-AG EXPORTS	137	-	-	3,433	3,570
TOTAL NON-AG:	7,678	-	-	6,032	13,710
GRAND TOTAL	213,458	72,433	98,219	8,479	392,589

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	13,458	0	13,458
Brazil	4,600	6,832	19,618	0	31,050
China	30,112	0	0	0	30,112
Denmark	12,303	0	0	0	12,303
France	3,709	0	0	0	3,709
India	46,434	0	0	0	46,434
Indonesia	11,657	0	0	0	11,657
Japan	7,751	11,655	6,469	0	25,875
Korea	18,558	0	0	0	18,558
Malaysia	21,306	0	0	0	21,306
New Zealand	3,686	1,828	0	0	5,514
Philippines	7,705	0	0	0	7,705
Switzerland	10,686	0	10,527	0	21,213
Taiwan	19,701	0	0	0	19,701
TOTAL AG:	198,208	20,315	50,072	0	268,595
NON-AGRICULTURAL					
Japan	87	-	-	3,433	3,520
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	137	-	-	3,433	3,570
TOTAL EXPORTS:	198,345	20,315	50,072	3,433	272,165

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K20)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	2,078	63	15	92	440	3,488
Alaska	0	0	0	0	0	0
Arizona	76	0	15	0	0	91
Arkansas	0	0	76	0	55	131
California	1,139	570	350	0	576	2,635
Colorado	60	0	30	0	12	102
Connecticut	0	0	0	0	5	5
Delaware	0	0	0	0	27	27
Florida	93	0	0	0	1,735	1,828
Georgia	60	15	0	0	1,233	1,308
Hawaii	181	190	0	0	34	405
Idaho	80	111	237	0	16	444
Illinois	0	0	15	15	25	55
Indiana	0	0	0	0	81	81
Iowa	30	0	170	0	0	200
Kansas	219	93	1,056	60	45	1,473
Kentucky	1	0	0	0	5	6
Louisiana	0	31	76	0	0	107
Maine	0	0	0	0	0	0
Maryland	0	0	0	0	13	13
Massachusetts	0	0	0	0	41	41
Michigan	0	0	0	0	17	17
Minnesota	0	0	0	0	62	62
Mississippi	0	257	16	0	0	273
Missouri	33	176	1,925	13	136	2,283
Montana	0	0	0	0	0	0
Nebraska	50	0	15	0	145	210
Nevada	0	15	0	0	0	15
New Hampshire	0	0	0	0	0	0
New Jersey	0	0	0	25	23	48
New Mexico	0	0	79	87	74	240
New York	0	0	0	0	73	73
North Carolina	61	0	0	0	832	893
North Dakota	0	0	0	0	0	0
Ohio	0	0	0	0	216	216
Oklahoma	45	16	853	14	45	978
Oregon	48	82	73	0	11	214
Pennsylvania	42	0	62	0	131	235
Rhode Island	0	0	0	0	0	0
South Carolina	120	0	0	25	481	626
South Dakota	0	0	0	0	0	0
Tennessee	0	0	0	0	0	0
Texas	2,178	654	2,145	410	287	5,674
Utah	12	14	15	162	7	210
Vermont	0	0	0	0	30	30
Virginia	0	0	0	0	0	0
Washington	0	0	0	0	20	20
West Virginia	0	0	0	0	0	0
Wisconsin	24	0	0	0	105	129
Wyoming	0	61	0	0	0	61
TOTAL U.S.:	7,430	2,348	7,228	903	7,038	24,947
CANADA						
Alberta	0	0	0	0	0	0
British Columbia	0	0	0	0	0	0
Manitoba	0	0	0	0	0	0
New Brunswick	0	0	0	0	5	5
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	0	0
Ontario	0	0	0	0	39	39
Pr.Edw.Isle	0	0	0	0	10	10
Quebec	0	0	0	0	3	3
Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	57	57
*EXPORT SALES:	42,615	4,718	20,762	0	18,623	86,718
TOTAL AG SALES...	50,045	7,066	27,990	903	25,718	111,722
NON-AG U.S.	10,206	-	-	4,623	173	15,002
NON-AG CANADA	0	-	-	0	12	12
*NON-AG EXPORTS	216	-	-	0	14	230
TOTAL NON-AG:	10,422	-	-	4,623	199	15,244
GRAND TOTAL	60,467	7,066	27,990	5,526	25,917	126,966

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	0	0
Australia	0	0	0	0	1,869	1,869
Bangladesh	0	0	0	0	0	0
Belgium	0	0	6,669	0	0	6,669
Brazil	15,639	4,718	13,267	0	0	33,624
Chile	0	0	0	0	8,645	8,645
China	0	0	0	0	0	0
Columbia	4,392	0	0	0	0	4,392
Costa Rica	0	0	0	0	1,157	1,157
Denmark	0	0	0	0	0	0
Dom. Republic	0	0	0	0	0	0
Ecuador	0	0	0	0	48	48
France	0	0	0	0	0	0
Guatemala	0	0	0	0	0	0
Haiti	0	0	0	0	0	0
Honduras	0	0	0	0	0	0
India	15,798	0	0	0	0	15,798
Indonesia	0	0	0	0	0	0
Ireland	0	0	0	0	0	0
Italy	0	0	0	0	0	0
Jamaica	0	0	0	0	0	0
Japan	6,449	0	0	0	6,458	12,907
Korea	0	0	0	0	0	0
Malaysia	0	0	0	0	0	0
Martinique	0	0	0	0	0	0
Mexico	337	0	0	0	41	378
New Zealand	0	0	0	0	0	0
Panama	0	0	826	0	386	1,212
Peru	0	0	0	0	0	0
Philippines	0	0	0	0	19	19
Puerto Rico	0	0	0	0	0	0
South Africa	0	0	0	0	0	0
Sri Lanka	0	0	0	0	0	0
Switzerland	0	0	0	0	0	0
Taiwan	0	0	0	0	0	0
Thailand	0	0	0	0	0	0
United Kingdom	0	0	0	0	0	0
Uruguay	0	0	0	0	0	0
Venezuela	0	0	0	0	0	0
West Germany	0	0	0	0	0	0
TOTAL AG:	42,615	4,718	20,762	0	18,623	86,718
NON-AGRICULTURAL						
Mexico	216	-	-	0	14	230
TOTAL NON-AG:	216	-	-	0	14	230
TOTAL EXPORTS:	42,831	4,718	20,762	0	18,637	86,948